



City of Santa Barbara

Request for Proposals

**Development of 15-acre
Industrial/Commercial Parcel 22
6100 Hollister Avenue
Santa Barbara, CA 93117**

**REQUEST FOR PROPOSALS (RFP)
AIRPORT COMMERCIAL/INDUSTRIAL PROPERTY
6100 HOLLISTER AVENUE, SANTA BARBARA, CA. 93117**

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INTRODUCTION

Purpose

The purpose of the Request for Proposals is to select a qualified and experienced developer submitting the best acceptable project providing for the redevelopment of approximately fifteen (15) acres of commercial/industrial zoned land at the Santa Barbara Airport (SBA). The City is prepared to negotiate a disposition and development agreement and long term ground lease for the site with the successful developer.

The Santa Barbara Airport Industrial Area Specific Plan (SP-6) (Specific Plan), adopted by the City on October 7, 1997, governs the use and development of the 95 acre industrial/commercial area.

Objectives

The following objectives have been established for the Specific Plan area:

1. Enhance the economic self-sufficiency of the Airport by allowing flexibility in land use patterns and tenant types and supporting community economic endeavors.
2. Encourage the expansion of existing commercial and industrial business on Airport property. Encourage the relocation of non-aviation uses to the north side of Hollister Avenue.
3. Create a pattern of development that is compatible with and complements future redevelopment of Old Town Goleta consistent with the long-range planning of the City of Goleta for the Old Town area, UCSB's Long Range Development Plan and the Santa Barbara County Airport Land Use Plan.
4. Provide research and development, small incubator and community serving commercial uses. Give priority to commercial uses which fulfill support service for the immediate Specific Plan area and do not adversely compete with downtown Goleta businesses.
5. Minimize inconvenience of and displacement to existing tenants.

The City is seeking developers who have the proven experience, financial resources, and professional expertise to deliver the highest quality and economically feasible project that is consistent with the Approved Development Plan.

SECTION I: SITE HISTORY

On March 30, 1998, the City Airport filed a joint application for a Development Plan approval and a parking modification for a project to be known as the “Santa Barbara Gateway Project”, a proposed 180,000 square feet (80,000 square feet of which is designated for City Charter Section 1508 Measure E Economic Development) mixed-use research and development and commercial development located on a 15-acre parcel in the commercial/industrial area of the Santa Barbara Airport.

The project received initial Planning Commission Development Plan approval on April 23, 1999. In approving the Development Plan for the Airport Project in 1999, the Planning Commission found the Project consistent with the Specific Plan policies to provide for industrial and related commercial development north of Hollister Avenue. The project was also found consistent with the adjacent A-I-1 and A-I-2, Airport Industrial 1 and 2 Zones, which are intended to provide for industrial development and incidental retail services that support the Airport, Old Town Goleta, and the overall South Coast economy. The parking modification was approved because the parking demand was met with the provision of 465 spaces instead of the 528 spaces otherwise required by the City’s Zoning Ordinance.

The City seeks a new developer to develop the site in a manner consistent with the land uses previously approved under the Specific Plan, the Development Plan and the EIR Supplement. It is the developer’s obligation to design a complex of buildings which meet the highest standards of urban design and architecture while being consistent with the approved Development Plan.

SECTION II: INVITATION TO PARTICIPATE

The City is seeking proposals from developers with experience in developing commercial/industrial facilities, with the financial resources and capabilities to fund the project. And a developer whose general development approach and concept for the site best meets the City's objectives and implements the land uses approved in the Development Plan and Supplemental EIR.

The City of Santa Barbara is a public agency and, as such, is subject to the requirements of California Public Records Act. Records submitted to the City may be kept confidential only to the limited extent permitted under the Public Records Act. .

A. Management of Process

The development selection process shall be managed by a team of City staff designated by the City Administrator. The staff designated to manage the selection process shall:

- a. Provide overall management of the developer selection process;
- b. Manage consultant support to the selection process;
- c. Communicate with developers, community groups, the City and its departments;
- d. Prepare required analysis and descriptive materials; and
- e. Negotiate with the selected developer.

Developers shall not undertake any activities to promote or advertise their development proposal except in the course of City sponsored presentations. Developers shall not make any direct or indirect contact with members of the Santa Barbara City Council or Airport Commission concerning their proposal. Violation of this condition will be grounds for disqualification of the developer.

B. Additional Project Costs

If additional fees, such as Traffic and School Mitigation fees, are imposed, they shall be borne and paid by the developer and not by the City or Airport Department Enterprise Fund. The County of Santa Barbara imposes a Possessory Interest Tax (property tax) on all Airport Leases. Additionally, a Performance Bond for the amount of the public infrastructure aspects of the construction project will be required during the construction period and one year afterwards.

C. City's Right to Amend RFP

The City reserves the right to amend the RFP process and the selection procedures at any time.

D. Contact Person

Request for Proposal Packets and written inquiries regarding the RFP or the project site can be obtained by contacting:

Hazel Johns, Assistant Airport Director
Santa Barbara Airport
601 Firestone Road
Santa Barbara, CA 93117
(805) 967-7111, FAX (805) 964-1380
hjohns@santabarbaraca.gov

E. Pre-Proposal Meeting

A pre-proposal meeting is scheduled for 10:00 a.m. Wednesday, December 1, 2004, at the Airport Department, 601 Firestone Road for all interested parties to review the RFP and to tour the site. A written response to questions will be distributed to all interested parties within ten days of the Pre-Proposal Meeting.

F. Submittals

It is the Developer's obligation to design a project which is compatible with the approved Development Plan for Airport Specific Plan Real Property – 6100 Hollister Avenue, at the Airport. Other facilities and uses proposed by the developer must support and enhance the Specific Plan objectives.

In accomplishing the City's Airport Specific Plan objectives, the project should cause a minimum of negative impact on the local quality of life (i.e. environmental, water quality and drainage, public service, aesthetic impacts), and the least amount of disruption to existing business establishments.

The City envisions the desired development to be a dynamic, inviting and high quality light industrial and commercial project with "Green Building" design features which will serve as a unique attractor to the Airport.

The Developer will be required to submit:

- definitive development plans,
- a financing plan for any buildings and infrastructure,
- terms of the desired lease,
- a project schedule,
- a marketing plan, and
- a management plan for the day-to-day management of the project.

SECTION III: SELECTION PROCESS

A. Criteria for Selection of Developer

The City will select a developer whose experience and proposal most closely satisfies the needs of the City and is deemed to be most advantageous to the City. The City expects to negotiate with the designated developer all aspects of the development program including a long term lease for the property.

Important elements influencing selection of a developer are:

- The overall quality of the development team as evidenced by the professional reputations and experience of the principals and agents.
- Financial capabilities and expertise in light industrial/commercial development.
- Experience in commercial leasing and property management. History of successfully completing redevelopment projects.
- The architectural excellence and engineering and overall quality of previous projects of like scope and scale.

City staff reserves its right to seek input from various business or community representatives, and shall recommend selection of a single developer for review and action by the City. The City may utilize the services of leading consultants in the area of design, real estate, economics, and law to assist in the evaluation of development proposals and to negotiate a Disposition and Development Agreement and a lease.

The City reserves the right in its sole discretion to reject any and all proposals submitted and to revise its selection process at any time.

B. Criteria for Selection of Development Plan

The City will entertain revisions and refinements of development proposals to enable the developer to move forward with a creative development including “Green Building” features and design approach acceptable to the City. The City will consider allowing the developer flexibility in phasing, location of uses, and urban design in order to achieve a successful development program. The basic aspects of the overall development program must be undertaken consistent with the development standards established for the project and the approved Development Plan.

The “Green Building” features include site and landscape elements, building materials, energy use and efficiency, water conservation use, indoor air quality, noise pollution, and waste used as a resource. A resource pertaining to Green Building Guidelines would be the Santa Barbara County Green Building Guidelines, researched and presented by The Sustainability Project, October 2001.

C. Selection Methodology

In reviewing and evaluating the qualifications of the developer and the proposed development plan, the staff committee will consider the specific criteria listed below.

1. The proposal complies with the approved Development Plan. **15 points**
2. Project land use plan including quality, type and amount of light industrial and commercial space and provision of required parking facilities. **10 points**
3. Ground lease business terms. **20 points**
4. Developer's financial strength and current relationships with financing sources. **10 points**
5. Overall quality of the conceptual design of the facilities, overall site plan and inclusiveness of maximum project square footage allowing for future development. Up to five points in this category will be given for "green" building features including site and landscape, building materials, energy and water use, indoor air quality, and waste management. **15 Points**
6. Ability to secure and develop major tenants as part of the proposal. **10 points**
7. Proposed development schedule. **10 points**
8. Demonstrated understanding of the development constraints at the Santa Barbara Airport and market knowledge of the south Coast region of Santa Barbara County. **5 points**
9. Overall developer and team qualifications and experience in similar projects. **5 points**

D. Developer Selection.

At the conclusion of the review process, City staff shall recommend to the City Council the selection of a developer(s) to proceed to the memorandum of understanding and disposition and development/lease negotiation phase. The developer(s) selected by the City Council to proceed to the negotiation phase shall submit a security deposit in the amount of fifty thousand dollars (\$50,000). The deposit shall be in the form acceptable to the Finance Director and may be in the form of a Cashiers Check, or an Irrevocable Letter of Credit callable by the City of Santa Barbara.

The security deposit shall become non-refundable and irrevocable at such time as the selected developer executes a non-binding memorandum of understanding and an

exclusive right to negotiate. If the selected developer(s) is unable to finalize negotiation of a memorandum of understanding, the security deposit shall be refunded in full or the letter of credit shall be cancelled.

F. Exclusive Lease Negotiations

The selected developer(s) shall enter into exclusive disposition and development/lease negotiations with the City. The City and the developer shall negotiate a disposition and development agreement/ground lease not to exceed a term of fifty years.

SECTION IV: SITE DATA

As part of the implementation of the Industrial Area Specific Plan, the City recorded Redevelopment Parcel Map No. 20,608 for City-owned properties located within the area generally bounded by Hollister Avenue, La Patera Lane, Fairview Avenue and the Union Pacific Railroad Tracks. The designated site, Parcel 22, 6100 Hollister Avenue, has been surveyed and contains 630,320 square feet or 14.47 acres of land. It is located on the north side of Hollister Avenue approximately one-quarter mile west of Fairview Avenue bound by Francis Botello Road, David Love Place and Frederic Lopez Road. Old Town Goleta, a mixture of commercial, retail, and light industrial uses, is located to the east adjacent to Fairview Avenue. One mile west of the site there are several large light industrial parks.

A. Current Uses

The site currently has a mixture of land uses, including retail, warehouse, office, light industrial and open yard storage. There are currently six (6) buildings representing 34,872 square feet, housing eleven (11) businesses. Two buildings totaling 8,379 square feet are vacant. Eleven tenants use approximately 2.5 acres of open yard storage. Five yards with a total area of eight-tenths of an acre are available for lease.

B. Topography/Soil Conditions

The site is generally flat. Please refer to the Draft Santa Barbara Airport Commercial/Industrial Specific Plan and the Supplemental EIR for specific information on drainage and soil conditions. Investigation of soil conditions for the development shall be the responsibility of the Developer.

C. Flood Zone

The designated area has been defined by the Federal Emergency Management Agency (FEMA) as a 100 year Flood Plain which will require structures to be constructed above the level of inundation.

D. Archeology

A Phase III data recovery, sampling, and monitoring program will be required.

E. Hazardous Materials

It is the City's intention to deliver an environmentally clean site to the developer.

F. Zoning

The site is zoned for Airport Industrial 1 (A-I-1), and Airport Industrial 2 (A-I-2), which are intended to provide for industrial development and incidental retail services that support the Airport, Old Town Goleta, and the overall south coast economy.

G. Transportation

Train services, bike paths, ground freight and public bus service are also part of the transportation network convenient to the Airport location from Highway 101 at Storke Road, Los Carneros Road, Fairview Avenue and Patterson Avenue. A train platform station is located a quarter mile northwest of the designated area.

H. Selected Planning Considerations

1. **Parking requirement:** A Parking Modification has been approved because the parking demand for the Approved Development Plan was met with the provision of 465 spaces instead of the 528 spaces otherwise required by the City's Zoning Ordinance.
2. **Review Process:** The development plan may be subject to review by the City's Architectural Board of Review, Planning Commission, Airport Commission and City Council. The developer is encouraged to confirm ordinance requirements with the City Community Development Department.

See Attachment 1 for a source document list that might be useful.

SECTION V: REQUEST FOR PROPOSALS SUBMITTAL PACKAGE

Package Due to City: **FEBRUARY 2, 2005**

All developers must submit ten (10) copies of the following information to the City at:

Hazel Johns, Assistant Airport Director
Airport Department
601 Firestone Road
Santa Barbara, Ca 93117

A. Developer Information

1. **Identification.** Name of developer and type of entity. Also provide known members of development team such as architect, landscape architect, major equity investors, etc., and organizational and management approach and role of developer and joint venture partners in implementation of development.
2. **Experience.** Provide a brief description of the developer's and key team member's recent development experience. This experience should include projects in which the developer was instrumental and which are similar to the kind of project being proposed in the RFP. Please be specific. Please indicate references for each project.
3. **Financial Data.** Provide information indicating developer has sufficient financial resources to undertake the project and provide a Performance Bond in the value of the total construction cost. Provide bank references where appropriate.
4. **Prior Financing.** Provide information on financing for prior development projects. Please be specific.
5. **Submittal Date.** All responses to this Request for Proposals (RFP) must be received at the Airport Department, 601 Firestone Road, Santa Barbara, CA 93117, no later than **3:00 pm, February 2, 2005.**

B. RFP Development Proposal Package

The Development Proposal Package shall provide a narrative description of the type of development envisioned and its market orientation which implements the land uses in the approved 1999 Development Plan and Supplemental EIR. ONLY the following items shall be submitted and be organized as outlined below:

ALL DRAWINGS SHALL BE 24" X 36" BLACKLINE PRINTS WITH A HORIZONTALLY LAY OUT. TEN (10) SETS ARE REQUIRED.

1. **Site Plan.** Site Plan illustrating at a scale of 1" to 40" the outline of all buildings across the adjoining streets and full public improvements. Site Plan shall illustrate proposed building locations, parking, landscape and hardscape areas, finished floor and roof elevations which shall be fully dimensional.

Tabulations in square footage and percentage of the following shall be shown on the Site Plan:

- a. Building footprint, landscaped areas and hardscaped areas.
 - b. Individual building tabulations depicting gross floor area and gross leasable floor area as well as use.
 - c. Parking designated as standard, compact, handicap and loading spaces.
2. **4-Sided Elevations.** Four sided elevations shall be at appropriate scale and overall dimensions shall not exceed 24" X 36". All elevations shall be dimensioned to illustrate the height of roof and height of parapet. Material details shall be illustrated on these elevations.
 3. **Section Drawings.** Section drawings shall be provided of all street frontages, shall show true dimensions and shall show the outline of buildings on the adjoining lots. Section drawings shall include the adjacent roadway.
 4. **Colored Site Plan Rendering.** A rendering utilizing the above mentioned Site Plan shall be provided. This Site Plan rendering is intended to provide a colored overall view of the entire project.
 5. **Building.** A narrative description of proposed treatment of building facades and "Green Building" features shall be included. If appropriate, photographs of existing buildings with similar facades may be included to further illustrate the concept.
 6. **Reduction.** Each 24" X 36" drawing shall also be provided in 8 ½" X 11" black and white reductions which can be photo-copied.

NOTE: Plan will be considered a conceptual plan and will be subject to adjustment and City approval once a developer has been selected and the details of the project are finalized through the negotiation process. Developer must submit conceptual

drawings in a public presentation format (i.e. power point) designated by the Airport Director.

7. **Pro Forma.** The proposal shall also include a ten-year pro forma for the entire development to include but not limited to, construction, lease-up, and stabilization. A description of the proposal financing shall also be included. The proposal should also include an estimate of the total value of the project, broken down into **land** and improvement values. The pro forma should reflect all income and expense line items including but not limited to ground lease payments, with sufficient detail and clarity, for the proposal to be properly evaluated by the City.
8. **Terms of Lease.** The proposal should include the price and all business terms the developer will commit to for a disposition and development agreement/ground lease.
9. **Development Schedule.** Include a preliminary phase and time schedule in the proposal.

SECTION VI: TENTATIVE SCHEDULE

ACTIVITY/Key Steps	DATE
Issue Request for Proposals	November 3, 2004
Mandatory Pre-Proposal Meeting 10:00 am, Airport Department Administrative Conference Room, 601 Firestone Road	December 1, 2004
Proposal Due Date	February 2, 2005
Staff Review	February 14 2005
Recommendation to: Airport Commission – Presentations may be required.	March 16, 2005
City Council Developer(s) Selection and Direction to Staff regarding Negotiation of Memorandum of Understanding.	March 29, 2005
Developer(s) submittal of Security Deposition and Negotiation of Memorandum of Understanding	April -May 2005
Negotiation of Disposition and Development Agreement/lease	June 2005

Attachments To RFP

1. Planning Commission Staff Report dated April 23, 1999
2. Resolution No. 029-99, 6100 Hollister Avenue, Bermant Development Company, April 23, 1999
3. Preliminary Title Report, May 17, 2000

SOURCE DOCUMENTS

Located at the Airport Department
601 Firestone Road
Santa Barbara, CA

Copies available for review 8am –noon and 1pm -5pm

1. Airport Industrial/Commercial Specific Plan (SP No. 6)
2. Final Environmental Impact Report/Assessment (EIR/EA) for the Santa Barbara Airport Industrial/Commercial Specific Plan dated July 1997 and the Final Supplement to the Final Environmental Impact Report/Assessment (EIR/EA) for the Santa Barbara Airport Industrial/Commercial Specific Plan for the Santa Barbara Airport Gateway Center, 6100 Hollister Avenue dated July 1999.
3. Urban Design Guidelines for the Airport
4. Santa Barbara County, Green Building Guidelines, researched and prepared by The Sustainability Project, October 2001